

COLTON G. SMITH

Senior Financial Analyst

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Colton Smith is a Senior Financial Analyst at Graham's Financial Consulting Practice, specializing in health and benefits risk management. Colton and his team are responsible for delivering comprehensive financial analyses for all Graham EH&B clients, including utilization reporting, Fully Insured and Self-Funded projections, contribution analysis, cost-benefit assessments and much more. Colton works closely with Production, Account Management and Clients to deliver accurate financial insights and valuable in-depth analysis, enabling them to make informed decisions regarding their benefits strategies and financial planning. Understanding risk and being able to concisely and effectively consult on how to mitigate and fund financial exposures to meet each client's needs and risk appetites are what drive Colton each day at Graham.

Having joined Graham right out of business school in 2021, Colton quickly went to work on updating, developing, and building out many of the financial models and templates our EH&B Department uses today. He often leverages advanced AI capabilities within Excel to build exponentially more powerful models while streamlining tedious and analytical processes to improve deliverables timelines and efficiency. By integrating AI tools, Colton enhances the accuracy and efficiency of data analysis, enabling more precise projections and automating complex calculations for better client outcomes.

Prior to joining Graham, Colton graduated Summa Cum Laude from Temple University's Fox School of Business with a dual degree in Finance and Risk Management. While there, he was very active in Temple's Investment Banking program: The Fox Fund, where he was a Lead Financial Analyst in the Fund's Healthcare Sector and specialized in utilizing Fundamental Analysis techniques to discover undervalued investment opportunities in the market. He was also an active member of Gamma Iota Sigma, a premier professional fraternity in the field of insurance, risk management, and actuarial science.

